



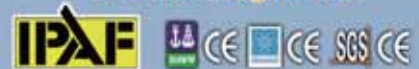
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ACCESS Equipment**



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It's a Bauma year!



Bauma 2013 is the biggest trade show in the world. With more than 570,000 square metres of exhibition space and over 3,300 exhibitors it should attract over half a million visitors - assuming there isn't a repeat of the volcanic ash cloud that affected the last show in 2010. Many see this year's show as a possible catalyst, increasing optimism and sparking an upturn in the economic fortunes of the construction equipment sector.

Bauma 2013 - which runs from 15th - 21st April in Munich - is a must be at, must see event, however the organisers will have to guard against 'killing the hen that lays the golden egg'. It is more expensive than ever to exhibit and hotels have crept up still further with many now tripling their normal rates during show week. Exhibitors are finalising stand plans and releasing information on the new products and developments they plan to launch. The following is the first of a two part look at the new products that will be on display.

Manitowoc

Manitowoc must surely be the company with more new models than anyone else? It will unveil at least seven new products under the Grove, Manitowoc and Potain brands. The new cranes will include the 165 tonne Manitowoc MLC 165 lattice boom crawler is aimed at pile driving, clamshell and grapple and general lifting duties. Maximum main boom is 84 metres with the option of fixed or luffing jib giving a system length of almost 103 metres.

Grove has four new cranes including the 60 tonne, 43 metre boom GMK3060 - an update to the

GMK3055 - offering better lift capacities throughout the range thanks to two tonnes additional counterweight and two Rough Terrain cranes - the 45 tonne RT550E and the 65 tonne RT770E with 42 metre boom - and the YardBoss YB5520 - an 18 tonne carry-deck crane. The first production model of the 400 tonne GMK6400 - launched at Bauma 2010 will also be on show.

Potain will introduce the 25/40 tonne capacity 270 LVF 100 hoist for large top-slewing tower cranes - at 201kW it is the most powerful frequency controlled hoist ever built by Potain - and will be installed at ground level on the counter jib of the new MD 610 tower crane.

Terex Cranes

Terex is keeping its new launches very close to its chest. However we understand that there will be at least four new cranes including two All Terrains including a new four axle Challenger - possibly in the 70 - 80 tonne class and a new five

Terex Quadstar1100



Grove RT550E



Manitowoc MLC165



Manitowoc 3 axle AT



YardBoss YB5520 industrial crane

axle unit. The new 100 tonne Quadstar 11000 Rough Terrain crane with 47.24 metre main boom, and 650 tonne Superlift 3800 crawler crane will also be on show together with a new flat-top tower crane.

Genie

Genie is saying nothing about its new product launches, although we expect a new 170ft self-propelled boom lift to be the star of its stand, along with production versions of the prototypes unveiled at Intermat.

Socage

Socage's will have a number of new models including a 28 metre articulated boom platform mounted on a 3.5 tonne chassis. The Forste 28D has a travel length of just under seven metres, a 2.1 metre overall width and maximum outreach of 14.5 metres. The lift mechanism will be similar to its current DA28 but built from higher strength steel, allowing less material to be used.

Other new models include the TJJ39 - based on the same design of the TJ35 but with a double articulating jib. It can be mounted on an 18 tonne chassis giving a

working height of 39 metres with 300kg platform capacity. Outreach is 30 metres and it can be specified with a jib mounted 500kg capacity winch. Also look out for a new T319 a 19 metre straight boom truck mounted platform with 300kg platform capacity and 11 metres outreach.

Dinolift

Finnish access manufacturer Dinolift will show a new lightweight trailer lift – the 105TL. Weighing just 970kg, the new model has a 130kg platform capacity and is capable of 6.5 metres outreach. Transport dimensions are 5.43 metres overall length by 1.95 metres wide and 1.95 metres high. The unit - available in the summer - has two speed boom control and 355 degrees slew. Width with outriggers deployed is 3.5 metres. Dinolift is also launching a new lightweight aluminium trailer - the DT3500 - which weighs 420kg but has a carrying capacity of 3080kg.



DINO 105TL

Palfinger

With two stands at the show - one for loader cranes and one for truck mounted platforms. So far the only product announced is the company's largest knuckle boom crane to date - the PK 200002 L SH - with its nine section polygon shaped boom, which when coupled to a new eight section PH 300 L jib can lift around 600kg at 51 metres radius or height. A fully integrated EN280 work platform is also provided for in the standard



Palfinger PK200002 L SH

package. We are also expecting a new truck mounted platform in the 90 metre range.

Liebherr

Liebherr will once again have the most impressive stand at the show with about 60 models being exhibited on its 14,000 square metre stand which has been under construction since November. Several models will be seen by many for the first time - such as the LTM 1750 All Terrain and the LTR 1220 tracked telescopic - however show premiers include two new tower cranes - a flat-top and the 375HC-L luffer - a new 300 tonne six axle All Terrain and the new 1,000 tonne lattice boom crawler which may well be in Weldex livery. We might also see a larger MK mobile self-erecting tower crane and a new K series self-erector. The company will also have a separate stand for machines specifically aimed at emerging markets - including a tower crane produced in India.



Liebherr 357HC-L

JLG

JLG will show its 24.6 metre articulated JLG 740AJ boom which



JLG 740AJ allows operators to work outside the basket



JLG 740AJ 03

is purpose-built for aircraft maintenance duties it incorporates a fall arrest rail around the top of the platform, allowing operators outside of the platform while remaining tethered. It is also equipped with the Soft Touch option - a padded sensing rail below the platform that cuts operation when activated - reduces the risk of damaging the aircraft during maintenance work.

Also on the stand will be a new Toucan 12E and the Toucan 12E+ the latest additions to its mast boom range. The 12E has a working height of 12 metres and horizontal outreach of 4.35 metres with both indoor and outdoor capability. The 12E+ offers a 12.7 metres working height, but has 5.45 metres of outreach. The first units are expected to ship late spring. The company will also show the CE versions of its Chinese built RS scissor lifts. While featuring direct electric drive they are far more basic



JLG 4014PS

and less expensive than its ES range of slab scissors.

Finally its telehandler display will include the PS - Power Shift - line, unveiled at Intermat as pre-production machines, they are now in production. Models 3706 and 3707 have a maximum capacity of 3.7 tonnes with either 6.1 or 7.3 metre maximum lift height, while the 4014 and 4017 are equipped with stabilisers and have a lift capacity of four tonnes and a maximum lift height of 14 and 17.3 metres respectively.

Ausa

Spanish manufacturer Ausa will show the T144 Plus version of its compact telehandler, fitted with a new 'intelligent' transmission system from Bosch Rexroth. The machine is said to be a world first and switches between two or four wheel drive automatically as needed. The Plus also has a new Kubota engine with double the power output and a Bobcat compatible quick hitch system.

Böcker

Böcker will launch a new trailer crane using a new steel and aluminium mast section which gives a 34 metre tip height and 1,800kg capacity. The unit weighs 3.5 tonnes and features its own self-contained drive unit to move the crane and full remote control with four variable spider leg positions. A larger platform with 250kg capacity can also be fitted with a platform height of about 28 metres.

Haulotte

Haulotte has no new products planned for the show, but will show the production version of its 67ft platform height/22.5 metre working height, HT23 RJ seen for the first time at Intermat, the jibless version, the HT21 RT will also be unveiled.

Haultotte
HT23 RTJ



The company will also show an upgraded - 2013 model - version of its largest articulated boom - the 32 metre HA32 PX. The HTL telehandler range will be displayed with new Tier IV engines and improved cabs.

Hinowa

Italian spider lift manufacturer Hinowa is expanding its Performance IIS series with the new 20 metre Lightlift 20.10, with a choice of Lithium battery power or a new two cylinder diesel engine with speed control. Platform capacity is



Wolffkran
7032clear

230kg unrestricted with up to 9.7 metres outreach. All from an outrigger footprint of less than three metres square, while overall weight is under 2.9 tonnes.

Wolffkran

A new flat top in the 250 tonne metre class and a newly designed cab will be making their debuts on the Wolffkran stand. The 7032clear flat top is available in two versions. The 7032.8 is a two fall crane with maximum lift of 8.5 tonnes and automatic re-reeving between two and four fall operation with a maximum lift of 12 tonnes. A newly designed tower crane cab will also be on display, but for many this will be the first opportunity to see the company's first hydraulic luffing job model - the 166 B.

Alimak Hek

Alimak Hek is extending its light range with the launch of the Hek TPL Twin Mast - adding to the TPT 300 and 500 launched a while ago. With a travel speed of 12 or 24 metres a minute (in transport



HEK TPL 2000



platform or material hoist mode) the TPL Twin Mast is a modular concept for maximum flexibility. Available in three different configurations - the TPL 2000, TPL 1800 and TPL 2000D with capacities of 2,000 or 1,800kg - it can be transported fully assembled on a 2.4 metre wide truck.

Fassi

Italian loader crane manufacturer Fassi is expanding its range in the 10 tonne/metre segment with the introduction of the F120B and F125A. This follows the launch of the F110B at Saie last year. Main features of the F120B include the lifting link positioned between the

mast and main jib on the F120B.1 and the second link between the main boom and jib on the F120B.2. A non lifting link version will be called the F120B.0.

The F125A is the first in the Fassi light range equipped with ADC (Automatic Dynamic Control) which controls all the crane functions, giving maximum speed whatever the applied load. Both cranes feature a 20 percent reduction in weight and 15 percent increase in reach (for the F125A). The new models are available in five versions ranging from 5.7 metres to the 14.1 metres. The company will also show its GAS (Grab

Automatic Shake) system, which controls the grab movement when unloading materials providing smoother actions even at high speed.



Fassi-F120B.



PNT 205 NLX Truck mounted platform

Max working height 20.1m

Maximum outreach 9.5m

230kg Platform capacity

H Type outriggers front and rear

Zero tailswing

Minimum under-basket obstruction



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SJ16 VERTICAL MAST LIFT

A compact footprint, superior maneuverability and zero inside turning radius.

ANSI model shown.

Skyjack's self propelled vertical mast lift features a compact footprint and superior maneuverability. The SJ 16 has a working height of 6,75 m. When operating in tight workspaces, a high degree steer angle allows superior functionality and flexibility by offering zero inside turning radius. The SJ 16 features a 0,41 m traversing platform, providing increased access and the ability to reach over potential obstacles. A unique slide away platform provides easy access to components, when raised or in the stowed position.

SKYJACK

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Dana Spicer
PowerBoost

Dana

Dana will launch the Spicer PowerBoost and Hydro-mechanical Variable Transmission (HVT). The Spicer PowerBoost is a new hydraulic hybrid powertrain concept that captures kinetic energy which would otherwise be wasted in an accumulator which is then available as additional power for the vehicle. Fuel savings of between 20 and 40 percent are claimed. The system can also reduce ownership costs by reducing the size of the engine. Dana Rexroth Transmission will show the new High-Efficiency R2 HVT Transmission Platform - the latest powersplit system resulting from its 50-50 joint venture between Dana and Bosch Rexroth.



Dana
Rexroth
HVT R2.

Magni Telehandlers

It is rare these days to see a new telehandler manufacturer, but Magni will unveil two new ranges at Bauma, the seven model RTH 360 degree telehandlers with lift heights from 18 to 30 metres and the heavy duty HTH with lift capacities from 15 to 30 tonnes.

Although a new name to many, the Magni family has been involved with cranes and telehandlers for more than 50 years. Pietro Magni was responsible for the Fargh machines of the 1970s, while his son Riccardo, who took over the business in 1981, formed a joint venture with Manitou that became its Italian operation that still builds the Manitou 360 degree models. Having left Manitou a couple of years ago, Riccardo formed Magni Telescopic Handlers last year and moved into a 6,000 square metre facility, in order to build its all new range which includes many innovative features.

Magni uses its own cab design which has increased visibility



Magni
RTH5-23

because of the lack of conventional steering column control panel. Other features include a positively pressurised cab, a stabiliser system that both pivots and extends from grater spread, automatic outrigger monitoring, a lightweight quick hitch system that makes it impossible to operate an attachment (including man basket) without the locking system being activated, while automatically detecting what it is and selecting the appropriate work diagram.

IPAF

The International Powered Access Federation will feature a walk-through learning experience on how to use powered access equipment safely and efficiently as well as highlighting the 'Spread the load' campaign on the correct use of outrigger mats. A new interactive quiz is aimed at attracting young visitors into the powered access industry. A key focus though will be as a relaxing escape space for members.

JCB

JCB will be showing off its production model 540-200 - Europe's only 20 metre fixed telescopic handler - after the prototype was seen at Intermat.

Sennebogen

German crane and materials handling company Sennebogen will have 10 machines on its stand,



Sennebogen
655 HD 3



Sennebogen 8130 - Mastercab

including two new telescopic crawler cranes and an updated 300 tonne 7700 lattice boom crawler. Also on the stand will be two new heavy duty cycle crawler cranes and the 8130 EQ - a long boom material handling machine with innovative rotating counter balance weights. Also look out for the new Mastercab - said to be the biggest cab in its class - and the new intelligent control system, Sencon.

Snorkel

Snorkel will show three new models, including the 39ft platform height S3970RT compact Rough Terrain scissor lift with articulating rear axle, 350mm of ground clearance and 30 percent gradeability. Designed at Snorkel's New Zealand facility for the Australasian market, the machine



Snorkel
S3970RT

will be available in the rest of the world later this year. The S1030E has been seen before, is a self-propelled push around scissor lift offering a 10ft platform height/5.3 metre working height. And finally Snorkel has enhanced its popular M1230E (UpRight TM12) self-propelled mast lift with a 500mm roll-out deck extension.

Cummins

Engine manufacturer Cummins will launch the new QSF3.8 all new four cylinder, 3.8 litre engine, designed as a fully integrated air-intake to exhaust after treatment system using Cooled Exhaust Gas Recirculation and Selective Catalytic Reduction technology without the need for a diesel particulate filter. It will comply with the near-zero emissions regulations which take effect in October 2014 for EU Stage IV and in January 2015 for Tier 4 final.



Cummins
QSF3.8

Manitou

Manitou has made great strides in reducing lead times on its telehandlers and will be showing three new Privilege Plus 360 degree telehandlers - the 1850+, 2150+ and the 2540+ - with stage IIIB Mercedes engines. Features include the new attachment recognition system, adaptive load recognition which recognises the position of the stabilisers, new roof grill protection and a colour in cab display. Three new 360 degree telehandlers in the



Manitou
MRT2150
Privilege Plus

Easy range will be introduced at a later date.

The company will also unveil new telehandler models in its mid-sized, fixed frame construction range – currently represented by the MT732 to the MT1235. There will now be three instead of four models with lift heights from eight to 13 metres.

Merlo

Merlo is currently saying that it will not show any new models at Bauma, but will show its latest Turbo Farmer model which

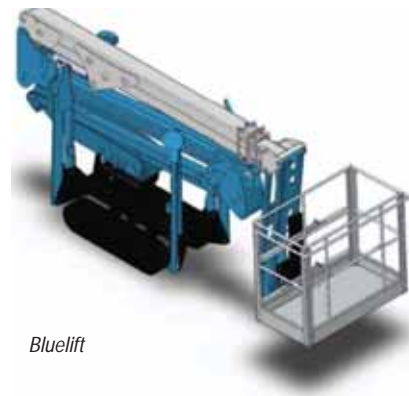
incorporates a new modular design and totally revamped cab, which it will incorporate into its construction telehandlers later in the year. It will also show a new Roto model which incorporates a similar modular construction.

Bluelift

Italian crane and aerial lift manufacturer Bluelift will unveil the SA18, a new compact 18 metre spider lift. The new machine will have a working height of 17.6 metres, with a twin arm sigma riser,

three section telescopic boom and articulating jib. Maximum up and over reach is seven metres at which the maximum outreach is nine metres - although with only 80kg platform capacity. Outreach with the full 230kg is 6.5 metres.

Overall stowed dimensions are just under 4.4 metres long with the removable basket fitted, 780mm wide and 1.99 metres high. The extended outrigger footprint is three metres square and the machine weighs just 2,200kg. Power options



Bluelift

include battery electric, AC, Hatz diesel or Honda petrol and expect a lithium ion machine after the introduction.

bauma 2013

Facts and figures

Bauma 2013 runs from 15th to 21st April at the Messe München, exhibition centre Munich, Germany.

Opening times:

Mon-Fri: 9.30 am – 6.30 pm
 Saturday: 8.30 am – 6.30 pm
 Sunday: 9.30 am – 4.30 pm

Entrance ticket prices

Some manufacturers have visitor tickets, however the normal entry prices at the gate ranges from €26 for a single day to €65 for all week - discounts of up to €11 are available if you buy on line. Note the price does not include the underground fare as in previous years.

Getting there:

Arriving by plane

Munich Airport is Germany's second busiest airport so direct flights and connections are plentiful. Alternatively it is possible to take a train from Frankfurt airport or Stuttgart.

From the airport shuttle buses to the show run every 30 minutes and take around 45 minutes.

Alternatively the S-Bahn train station is located directly below the central area of the airport. Take the S8 and then change onto the U2 underground line which goes all the way to the show with a choice of two stops - Messestadt West and Messestadt Ost. Take the second - Ost - stop for the outside area where all the cranes, telehandlers and access equipment are located.

Ticket machines are multi-lingual and take credit cards. Alternatively a taxi costs €56 fixed price and takes around 35 minutes.



Arriving by train

From Munich's central station - the second largest in Germany - the U2 underground train runs from the station every five minutes at peak times and goes all the way to the show with a choice of two stops - Messestadt West and Messestadt Ost. Take Ost stop for the outside area for the cranes, telehandlers and access equipment.

Arriving by car

Follow signs for Messe München on the city's ring road or head due east from the city centre.

Cars with sat nav....

You'll find the Messe München along with the ICM - International Congress Center München in the category 'Event centres' or 'Exhibition grounds'. If not put in Willy-Brant-Allee, 81829,

Munich. If traffic is very heavy, follow the local traffic guidance signs and not the sat nav. They will show the best way to get to the show from the A99 and A94 motorways.



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"When we were undertaking due diligence on the acquisition of another powered access company, who were already using the Syrinx system, we noted that Syrinx gave them a number of operational and financial functions that we didn't have with our existing system. Kimberly Access are a focused operational business and so this excited us. Syrinx is now set up as our group rental system and Higher Concept Software have exceeded all our expectations in terms of the product and their customer service." Ray Ledger



Our previous system was fraught with difficulties and not backed up with good service. It was a big decision to contemplate getting a new hire management system but we were so frustrated we had no other option. We were pleasantly surprised at how smooth the implementation of Syrinx was. We have been impressed with the excellent project management and exemplary training backed up by excellent support." Alistair Jordan



"As a newcomer to the industry, Syrinx has taught me not only how to run effectively but also how to increase my efficiency and productivity." John Corrie



"After a disastrous 3 months with our initial supplier we switched to Syrinx and within 1 day we were up and running with all our plant information on the system. I would recommend Syrinx again and again, it's easy to use and the reporting is excellent. I can't thank Higher Concept Software enough, they pulled out all the stops when we really needed them." Ben James



"Syrinx is easy to use, self explanatory and yet sophisticated." Ben Hirst



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